

FIG. 1A

| Financial Strength of Company | |
|---------------------------------|----|
| S&P Rating | 6 |
| Weiss Rating | 6 |
| Best's Rating | 8 |
| Asset Size | 10 |
| Strength of Backing from Parent | 10 |

| Funding Analysis | |
|--|----|
| Cash Flow Required for Funding | 20 |
| Net Present Value of A/T Cash Flow at x% | 4 |
| IRR on Composite A/T Cash Flow | 4 |
| A/T Effect on Earnings @ Year 1 | 5 |
| Cumulative A/T Effect on Earnings @ Year 5 | 5 |
| Earnings Crossover | 2 |

| Contractual Features | |
|---|---|
| De MEC'ing Provisions | 3 |
| Mortality Charge Guarantees | 4 |
| Expense Charge Guarantees | 4 |
| Buyer Rating of Fund Choices | 2 |
| Buyer Rating of Historical Fund Performance | 2 |

| Other | |
|-----------------------------------|---|
| Suitability of Underwriting Offer | 5 |

FIG. 1B

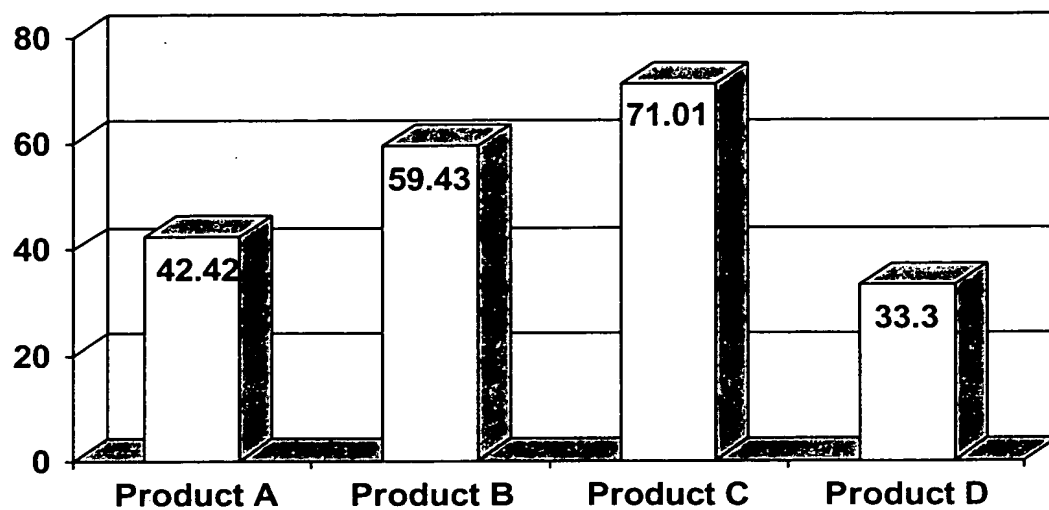


FIG. 1C

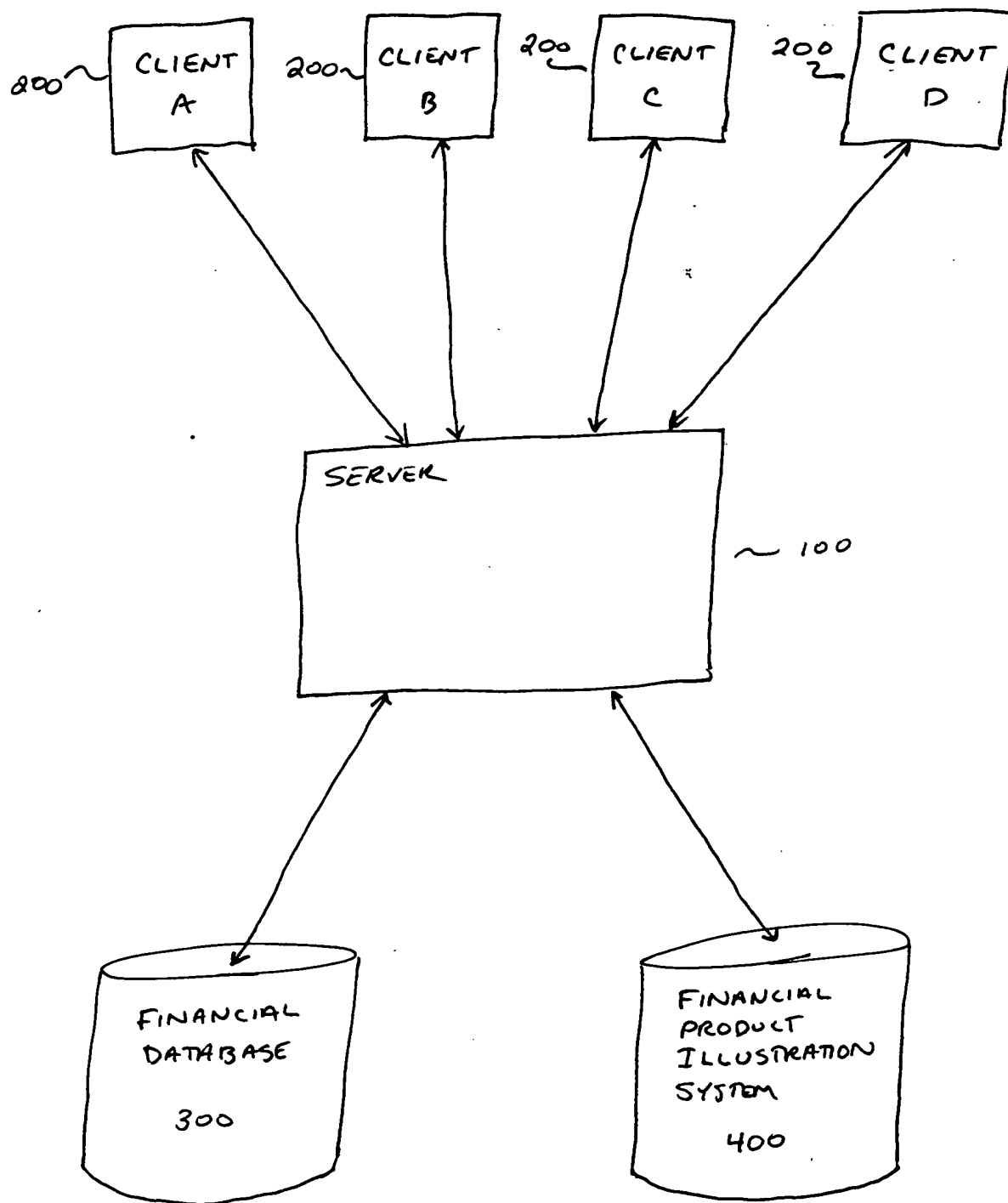


FIG. 2

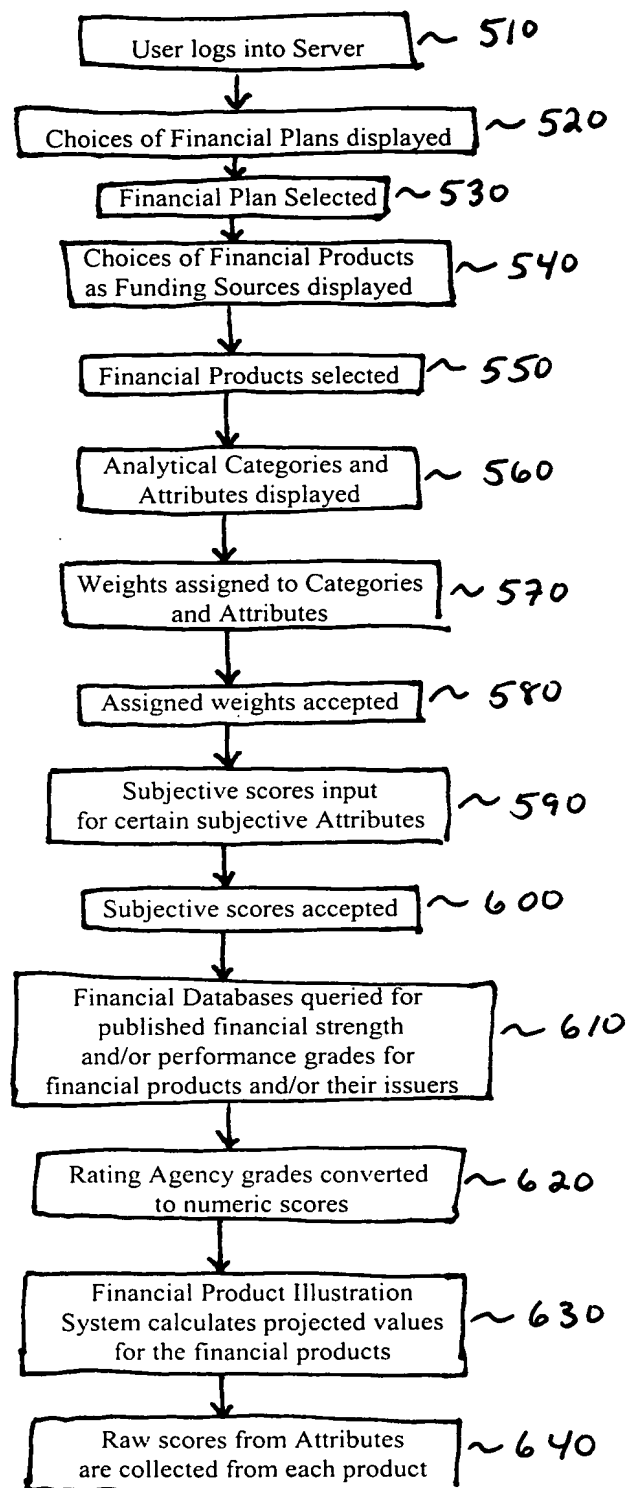


FIG. 3A

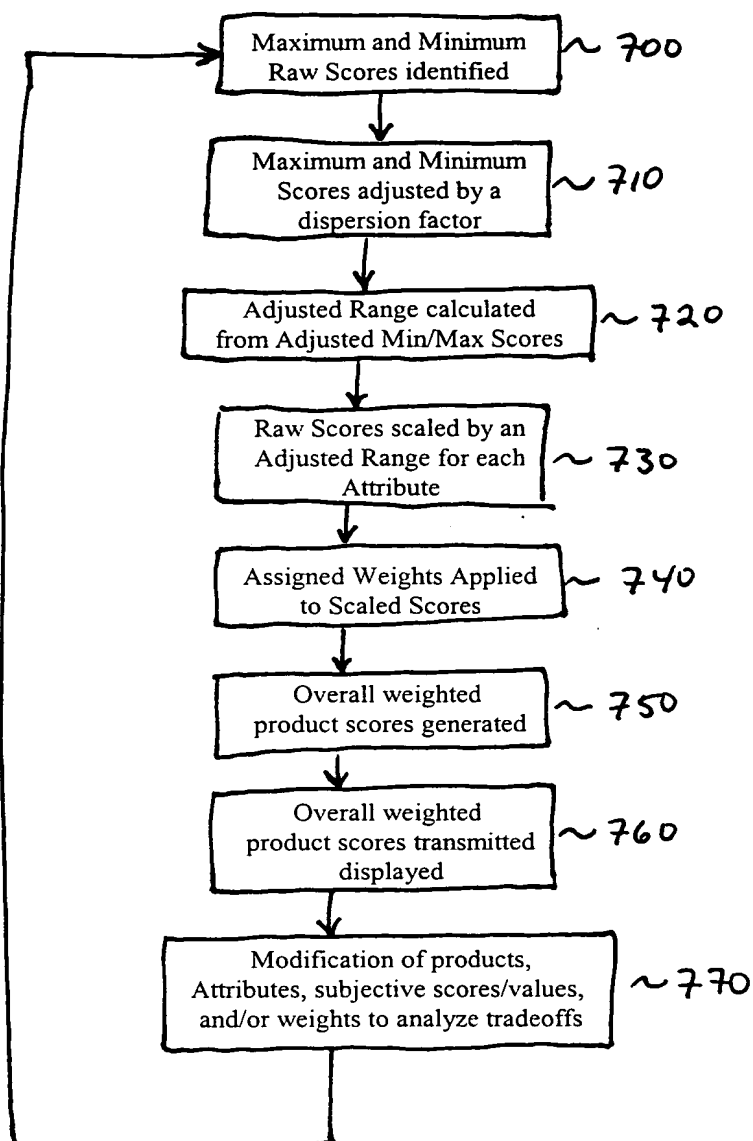
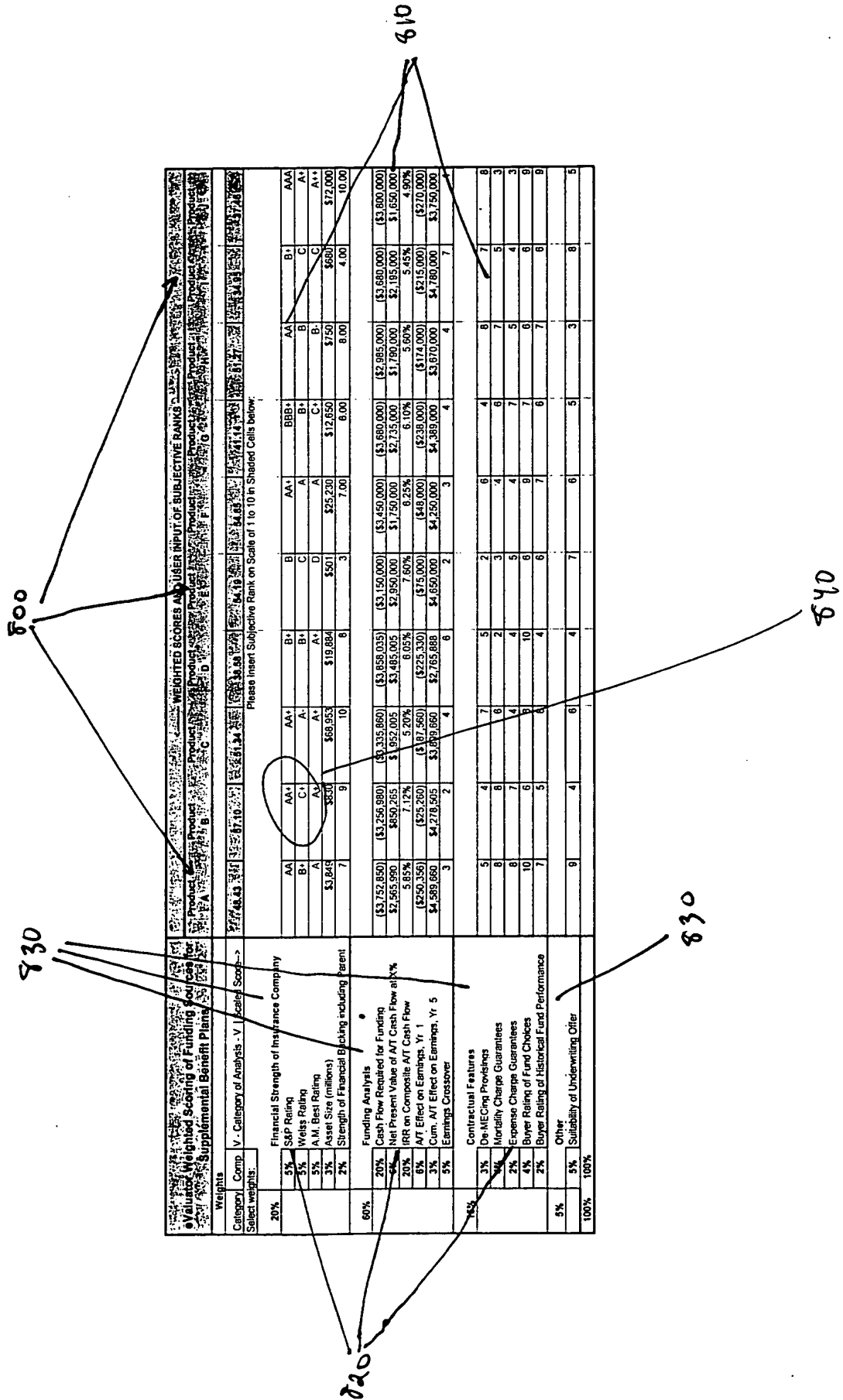


FIG. 3B



| Financial Strength Arrays -----> | Rating Categories | S & P | AFS S & P's | A.M. Best | AFS A.M. Best | Weiss | AFS Weiss | Moody's | Duff & Phelps |
|----------------------------------|-------------------|---------|-------------|-----------|---------------|-------|-----------|---------|---------------|
| | Superior | 20 AAA | 20 | A++ | 20 | A+ | 20 | AAA | AAA |
| | Excellent | 19 AA+ | 19 | A+ | 19 | A | 19 | Aa1 | AA+ |
| | | 18 AA | 18 | A | 18 | A | 18 | Aa2 | AA |
| | | 17 AA- | 17 | A- | 17 | A- | 17 | Aa3 | AA- |
| | Very Good | 16 A+ | 16 | B+ | 16 | B+ | 16 | A1 | A+ |
| | | 15 A | 15 | B | 15 | B | 15 | A2 | A |
| | | 14 A- | 14 | B- | 14 | B- | 14 | A3 | A- |
| | Good | 13 BBB+ | 13 | B | 13 | C | 13 | Baa1 | BBB+ |
| | | 12 BBB | 12 | B- | 12 | C- | 12 | Baa2 | BBB |
| | | 11 BBB- | 11 | B-- | 11 | C-- | 11 | Baa3 | BBB- |
| | Fair | 10 BB+ | 10 | C+ | 10 | D+ | 10 | Ba1 | BB+ |
| | | 9 BB | 9 | C | 9 | D | 9 | Ba2 | BB |
| | | 8 BB- | 8 | C- | 8 | D- | 8 | Ba3 | BB- |
| | Marginal | 7 B+ | 7 | C | 7 | E+ | 7 | Ba1 | B+ |
| | | 6 B | 6 | C- | 6 | E | 6 | Ba2 | B |
| | | 5 B- | 5 | C-- | 5 | E- | 5 | Ba3 | B- |
| | | 4 CCC | 4 | D | 4 | F | 4 | Caa | |
| | Below Standards | 3 CC | 3 | D | 3 | | 3 | | |
| | | 2 CC | 2 | | 2 | | | | |
| | | 1 C | 1 | E | 1 | | | | |
| | | 0 | 0 | F | 0 | | | | |
| | | -1 | -1 | F | -1 | | | | |

| Raw Score Results | | | ← Raw Scores, before weights applied → | | | | | | | | | | Product | |
|-------------------|--------------|---|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------|---------|--|
| Weight | Subl. Categ. | Category of Analysis | | | | | | | | | | | | |
| | | | Product A | Product B | Product C | Product D | Product E | Product F | Product G | Product H | Product I | Product J | | |
| 20.00 | | Financial Strength of Insurance Company | | | | | | | | | | | | |
| | | 5.00 S&P Rating | 17.00 | 18.00 | 18.00 | 6.00 | 5.00 | 18.00 | 12.00 | 17.00 | 6.00 | 20.00 | | |
| | | 5.00 Weiss Rating | 16.00 | 13.00 | 17.00 | 16.00 | 12.00 | 18.00 | 16.00 | 15.00 | 12.00 | 20.00 | | |
| | | 5.00 A.M. Best Rating | 18.00 | 19.00 | 19.00 | 19.00 | 3.00 | 18.00 | 3.00 | 11.00 | 6.00 | 20.00 | | |
| | | 3.00 Asset Size | \$3,848 | \$68,953 | \$18,984 | \$501 | \$25,230 | \$12,650 | \$750 | \$680 | \$72,000 | | | |
| | | 2.00 Strength of Financial Backing including Parent | 7 | 9 | 10 | 8 | 3 | 7 | 6 | 8 | 4 | 10 | | |
| 60.00 | | Funding Analysis | | | | | | | | | | | | |
| | | 20.00 Cash Flow Required for Funding | (\$3,752,850) | (\$3,256,980) | (\$3,335,889) | (\$3,150,000) | (\$3,450,000) | (\$3,680,000) | (\$2,985,000) | (\$3,680,000) | (\$3,800,000) | | | |
| | | 6.00 Net Present Value of A/T Cash Flow at X% | \$2,565,990 | \$650,265 | \$1,952,005 | \$3,485,005 | \$2,950,000 | \$1,750,000 | \$2,735,000 | \$1,790,000 | \$1,650,000 | | | |
| | | 20.00 IRR on Composite A/T Cash Flow | 5.85% | 7.12% | 5.20% | 6.05% | 7.60% | 6.25% | 6.10% | 5.60% | 5.45% | 4.90% | | |
| | | 6.00 A/T Effect on Earnings, Yr. 1 | (\$250,356) | (\$25,260) | (\$187,560) | (\$225,330) | (\$75,000) | (\$48,000) | (\$28,000) | (\$174,000) | (\$270,000) | | | |
| | | 3.00 Cum. A/T Effect on Earnings, Yr. 5 | \$4,589,660 | \$4,278,505 | \$3,899,660 | \$2,765,888 | \$4,550,000 | \$4,250,000 | \$3,369,000 | \$3,670,000 | \$3,750,000 | | | |
| | | 5.00 Earnings Crossover | 3 | 2 | 4 | 6 | 2 | 3 | 4 | 4 | 7 | 1 | | |
| 15.00 | | Contractual Features | | | | | | | | | | | | |
| | | 3.00 De-ACing Provisions | 5.00 | 4.00 | 7.00 | 5.00 | 2.00 | 6.00 | 4.00 | 8.00 | 7.00 | 8.00 | | |
| | | 4.00 Mortality Charge Guarantees | 8.00 | 8.00 | 6.00 | 2.00 | 3.00 | 4.00 | 6.00 | 7.00 | 5.00 | 3.00 | | |
| | | 2.00 Expense Charge Guarantees | 8.00 | 7.00 | 4.00 | 4.00 | 5.00 | 4.00 | 7.00 | 5.00 | 4.00 | 3.00 | | |
| | | 4.00 Buyer Rating of Fund Choices | 10.00 | 6.00 | 8.00 | 10.00 | 6.00 | 9.00 | 7.00 | 6.00 | 6.00 | 9.00 | | |
| | | 2.00 Buyer Rating of Historical Fund Performance | 7.00 | 5.00 | 8.00 | 4.00 | 6.00 | 7.00 | 6.00 | 7.00 | 6.00 | 8.00 | | |
| 5.00 | | Other | | | | | | | | | | | | |
| | | 5.00 Suitability of Underwriting Offer | 9.00 | 4.00 | 6.00 | 4.00 | 7.00 | 6.00 | 5.00 | 3.00 | 8.00 | 5.00 | | |

850

Fig. 4c

AFS evaluator

Docket No.: 3034.1000-001

Method and System for Evaluating

Inventors: Daniel Johnson and Alok Mehra

| Raw Score Results | | Range and Dispersion of Weighted Scores | | | | | |
|-------------------|--|---|---------------|-------------|------------------------------|-------------------------------|----------------------------|
| | | Dispersion Factor used to de-cluster scores - -----> 10.00% | | | | | |
| Weight | Category of Analysis | Max | Min | Spread | Adjusted Max w/ Disp. Factor | Adjusted Min. w/ Disp. Factor | Adj. Range w/ Disp. Factor |
| 20.00 | Financial Strength of Insurance Company | | | | | | |
| 5.00 | S&P Rating | 20.00 | 5.00 | 15.00 | 21.50 | 3.50 | 18.00 |
| 5.00 | Weiss Rating | 20.00 | 12.00 | 8.00 | 20.80 | 11.20 | 9.60 |
| 5.00 | A.M. Best Rating | 20.00 | 3.00 | 17.00 | 21.70 | 1.30 | 20.40 |
| 3.00 | Asset Size | \$72,000 | \$501 | \$71,499 | \$79,150 | (\$6,649) | \$85,799 |
| 2.00 | Strength of Financial Backing including Parent | 10.00 | 3.00 | 7.00 | 10.70 | 2.30 | 8.40 |
| 60.00 | Funding Analysis | | | | | | |
| 20.00 | Cash Flow Required for Funding | (\$2,985,000) | (\$3,858,035) | \$873,035 | (\$2,897,697) | (\$3,945,339) | \$1,047,642 |
| 6.00 | Net Present Value of A/T Cash Flow at X% | \$3,485,005 | \$850,265 | \$2,634,740 | \$3,748,479 | \$586,791 | \$3,161,688 |
| 20.00 | IRR on Composite A/T Cash Flow | 7.600% | 4.900% | 2.700% | 7.870% | 4.630% | 3.240% |
| 6.00 | A/T Effect on Earnings, Yr 1 | (\$25,260) | (\$270,000) | \$244,740 | (\$786) | (\$294,474) | \$293,688 |
| 3.00 | Cum. A/T Effect on Earnings, Yr 5 | \$4,780,000 | \$2,765,888 | \$2,014,112 | \$4,981,411 | \$2,564,477 | \$2,416,934 |
| 5.00 | Earnings Crossover | 7.00 | 1.00 | 6.00 | 7.60 | 0.40 | 7.20 |
| 15.00 | Contractual Features | | | | | | |
| 3.00 | De-MECing Provisings | 8.00 | 2.00 | 6.00 | 8.60 | 1.40 | 7.20 |
| 4.00 | Mortality Charge Guarantees | 8.00 | 2.00 | 6.00 | 8.60 | 1.40 | 7.20 |
| 2.00 | Expense Charge Guarantees | 8.00 | 3.00 | 5.00 | 8.50 | 2.50 | 6.00 |
| 4.00 | Buyer Rating of Fund Choices | 10.00 | 6.00 | 4.00 | 10.40 | 5.60 | 4.80 |
| 2.00 | Buyer Rating of Historical Fund Performance | 9.00 | 4.00 | 5.00 | 9.50 | 3.50 | 6.00 |
| 5.00 | Other | | | | | | |
| 5.00 | Suitability of Underwriting Offer | 9.00 | 3.00 | 6.00 | 9.60 | 2.40 | 7.20 |
| 100.00 | | | | | | | |

| Raw Score Results | | | | SCALED SCORING | | | | | | | | | |
|-------------------|--------|--|--|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | | | | ←----- Scaled Scores, after weights applied -----→ | | | | | | | | | |
| Weight | | | | Product A | Product B | Product C | Product D | Product E | Product F | Product G | Product H | Product I | Product J |
| Subj. | Categ. | Category of Analysis | Scaled Score--> | 48.43 | 57.10 | 51.34 | 38.58 | 54.19 | 54.85 | 41.14 | 51.27 | 34.95 | 37.46 |
| 20.00 | | Financial Strength of Insurance Company | Financial Strength of Insurance Company | | | | | | | | | | |
| | 5.00 | S&P Rating | S&P Rating | 3.75 | 4.03 | 4.03 | 0.69 | 0.42 | 4.03 | 2.36 | 3.75 | 0.69 | 4.58 |
| | 5.00 | Weiss Rating | Weiss Rating | 2.50 | 0.94 | 3.02 | 2.50 | 0.42 | 3.54 | 2.50 | 1.98 | 0.42 | 4.58 |
| | 5.00 | A.M. Best Rating | A.M. Best Rating | 4.09 | 4.34 | 4.34 | 4.34 | 0.42 | 4.09 | 1.64 | 2.38 | 1.15 | 4.58 |
| | 3.00 | Asset Size | Asset Size | 0.37 | 0.26 | 2.64 | 0.93 | 0.25 | 1.11 | 0.67 | 0.26 | 0.26 | 2.75 |
| | 2.00 | Strength of Financial Backing including Parent | Strength of Financial Backing including Parent | 1.12 | 1.60 | 1.83 | 1.36 | 0.17 | 1.12 | 0.88 | 1.36 | 0.40 | 1.83 |
| 60.00 | | Funding Analysis | Funding Analysis | | | | | | | | | | |
| | 20.00 | Cash Flow Required for Funding | Cash Flow Required for Funding | \$4 | \$13 | \$12 | \$2 | \$15 | \$9 | \$5 | \$18 | \$5 | \$3 |
| | 6.00 | Net Present Value of AT Cash Flow at X% | Net Present Value of AT Cash Flow at X% | \$4 | \$1 | \$3 | \$6 | \$4 | \$2 | \$4 | \$2 | \$3 | \$2 |
| | 20.00 | IRR on Composite AT Cash Flow | IRR on Composite AT Cash Flow | 753.09% | 1537.04% | 351.85% | 876.54% | 1833.33% | 1000.00% | 907.41% | 598.77% | 508.17% | 166.67% |
| | 6.00 | AT Effect on Earnings, Yr 1 | AT Effect on Earnings, Yr 1 | \$1 | \$6 | \$2 | \$1 | \$4 | \$5 | \$1 | \$2 | \$2 | \$1 |
| | 3.00 | Cum. AT Effect on Earnings, Yr 5 | Cum. AT Effect on Earnings, Yr 5 | \$3 | \$2 | \$2 | \$0 | \$3 | \$2 | \$2 | \$1 | \$3 | \$1 |
| | 5.00 | Earnings Crossover | Earnings Crossover | 2 | 1 | 3 | 4 | 1 | 2 | 3 | 3 | 5 | 0 |
| 15.00 | | Contractual Features | Contractual Features | | | | | | | | | | |
| | 3.00 | De-MECing Provisions | De-MECing Provisions | 1.50 | 1.08 | 2.33 | 1.50 | 0.25 | 1.92 | 1.08 | 2.75 | 2.33 | 2.75 |
| | 4.00 | Mortality Charge Guarantees | Mortality Charge Guarantees | 3.67 | 3.67 | 2.56 | 0.33 | 0.89 | 1.44 | 2.56 | 3.11 | 2.00 | 0.89 |
| | 2.00 | Expense Charge Guarantees | Expense Charge Guarantees | 1.83 | 1.50 | 0.50 | 0.50 | 0.83 | 0.50 | 1.50 | 0.83 | 0.50 | 0.17 |
| | 4.00 | Buyer Rating of Fund Choices | Buyer Rating of Fund Choices | 3.67 | 0.33 | 2.00 | 3.67 | 0.33 | 2.83 | 1.17 | 0.33 | 0.33 | 2.83 |
| | 2.00 | Buyer Rating of Historical Fund Performance | Buyer Rating of Historical Fund Performance | 1.17 | 0.50 | 1.50 | 0.17 | 0.83 | 1.17 | 0.83 | 1.17 | 0.83 | 1.83 |
| 5.00 | | Other | Other | | | | | | | | | | |
| | 5.00 | Sullability of Underwriting Offer | Sullability of Underwriting Offer | 4.58 | 1.11 | 2.50 | 1.11 | 3.19 | 2.50 | 1.81 | 0.42 | 3.89 | 1.81 |

| Weights | | WEIGHTED SCORES AND USER INPUT OF SUBJECTIVE RANKS | | | | | | | | | |
|-----------------|------|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Category | Comp | V. Category of Analysis - V (Scaled Score ->) | Product A | Product B | Product C | Product D | Product E | Product F | Product G | Product H | Product I |
| Select weights: | | | 61.06 | 58.15 | 67.33 | 67.33 | 67.33 | 67.33 | 67.33 | 67.33 | 67.33 |
| 60% | | Financial Strength of Insurance Company | AA | AA | AA | AA | AA | AA | AA | AA | AA |
| | 30% | S&P Rating | AA | AA | AA | AA | AA | AA | AA | AA | AA |
| | 10% | Weiss Rating | AA | AA | AA | AA | AA | AA | AA | AA | AA |
| | 5% | A.M. Best Rating | AA | AA | AA | AA | AA | AA | AA | AA | AA |
| | 10% | Asset Size (millions) | \$3,849 | \$4,278 | \$4,278 | \$4,278 | \$4,278 | \$4,278 | \$4,278 | \$4,278 | \$4,278 |
| | 10% | Strength of Financial Backing including Parent | 7 | 9 | 10 | 8 | 3 | 7 | 7 | 7 | 7 |
| 20% | | Funding Analysis | | | | | | | | | |
| | 4% | Cash Flow Required for Funding | (\$3,752,650) | (\$3,256,980) | (\$3,335,660) | (\$3,658,035) | (\$3,150,000) | (\$3,450,000) | (\$3,680,000) | (\$3,680,000) | (\$3,680,000) |
| | 4% | Net Present Value of AT Cash Flow at X% | \$2,565,990 | \$850,265 | \$1,952,005 | \$3,485,005 | \$2,950,000 | \$1,750,000 | \$2,735,000 | \$2,735,000 | \$1,950,000 |
| | 4% | IRR on Composite AT Cash Flow | 5.85% | 7.12% | 5.20% | 6.05% | 7.80% | 6.25% | 6.10% | 5.60% | 5.45% |
| | 4% | AT Effort on Earnings, Yr 1 | (\$240,356) | (\$25,260) | (\$187,560) | (\$225,330) | (\$175,000) | (\$49,000) | (\$238,000) | (\$174,000) | (\$270,000) |
| | 2% | Cum. AT Effort on Earnings, Yr 5 | \$4,589,660 | \$4,278,505 | \$3,899,660 | \$2,765,888 | \$4,650,000 | \$4,250,000 | \$4,389,000 | \$3,670,000 | \$4,780,000 |
| | 2% | Earnings Crossover | 3 | 2 | 4 | 6 | 2 | 3 | 4 | 4 | 7 |
| 15% | | Contractual Features | | | | | | | | | |
| | 3% | De-Mech Provisions | 5 | 4 | 7 | 5 | 2 | 6 | 4 | 8 | 7 |
| | 4% | Mortality Charge Guarantees | 8 | 8 | 6 | 2 | 3 | 4 | 6 | 7 | 5 |
| | 2% | Expense Charge Guarantees | 8 | 7 | 4 | 4 | 5 | 4 | 7 | 5 | 4 |
| | 4% | Buyer Rating of Fund Choices | 10 | 7 | 4 | 10 | 8 | 9 | 7 | 8 | 8 |
| | 2% | Buyer Rating of Historical Fund Performance | 7 | 5 | 8 | 4 | 8 | 7 | 6 | 7 | 8 |
| | 5% | Other | | | | | | | | | |
| | 5% | Suitability of Underwriting Offer | 9 | 4 | 6 | 4 | 7 | 6 | 5 | 3 | 8 |
| 100% | | | | | | | | | | | |

Please Insert Subjective Rank of Scale of 1 to 10 in Shaded Cells below.

http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer

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Address http://evaluator.afs-link.com/evaluatordemo/

AFS
evaluator

Files Case Census Run Analysis

Benefit Modeling

Case Data

Insurance Content

Employee

Company Product: Corporate Sponsored VUL

Benefits Modeling

| | |
|--|----------|
| <input type="checkbox"/> Policy Ownership Option | CASD |
| <input type="checkbox"/> Premium Bonus Option | 0 |
| <input type="checkbox"/> Display Group Carve-Out | No |
| <input type="checkbox"/> Display Split Dollar | No |
| <input type="checkbox"/> Death Benefit Split Option | PREM |
| <input type="checkbox"/> Cash Value Split Option | 2 - PREM |
| <input type="checkbox"/> Coll Assignment SD Tax Option | 0 - S83 |
| <input type="checkbox"/> Reverse SD Termination | 0 |
| <input type="checkbox"/> Display Death Benefit Only | No |
| <input type="checkbox"/> Death Benefit Control | 0 |
| <input type="checkbox"/> Display Sup. Income Plan | No |
| <input type="checkbox"/> Display Post-Ret Med. Ben. | No |
| <input type="checkbox"/> Retirement Benefit Control | 0 |
| <input type="checkbox"/> Display Deferral Plan | No |
| <input type="checkbox"/> Maximum Employee Deferral | 0 |
| <input type="checkbox"/> Max. Corporate Contribution | 0 |

Internet

FIG. 5A

http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites History

Address http://evaluator.afs-link.com/evaluatordemo/

AFS
evaluator

Files Case Census Run Analysis

Benefit Modeling
Case Data
Insurance Content
Employee

Company Product - Corporate Sponsored VUL

| Case Data | |
|---|----------------------|
| Producer Name | Mt. Producer |
| Plan Name | Basic Insurance Plan |
| Corporation Name | XYZ Corporation |
| Group Case # | |
| Plan Initiation Date | 01/01/1999 |
| Fiscal Year-end Date | |
| <input type="checkbox"/> Corporate Tax Bracket | 40% |
| <input type="checkbox"/> DISPLAY PLAN ASSUMPTIONS | Yes |
| <input type="checkbox"/> A/T Cost of Money Rate | 1% |
| <input type="checkbox"/> A/T Pres Val Discount Rate | 0% |
| <input type="checkbox"/> General Inflation Rate | 4% |
| <input type="checkbox"/> Mortality Table | CS080 |
| <input type="checkbox"/> Death Benefit Accounting | 1 |
| <input type="checkbox"/> Income Benefit Accounting | 1 |

2 Internet

FIG. 5B

http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer

File Edit View Favorites Tools Help Send

Back Forward Stop Search Favorites History Home

Address http://evaluator.afs-link.com/evaluatordemo/

AFS
evaluator

Files Case Census Run Analysis

Benefit Modeling
Case Data
Insurance Content
Employee

Company Product - Corporate Sponsored VUL

Insurance Controls

| | | |
|-------------------------------------|--------------------------------|-------------------|
| <input type="checkbox"/> | Policy # | |
| <input checked="" type="checkbox"/> | Policy Issue Date | 09/01/1999 |
| <input type="checkbox"/> | Policy | 2 - Corporate VUL |
| <input type="checkbox"/> | Variable Life Interest Rate | 10.00% |
| <input type="checkbox"/> | Asset Management Fee | 2 - AVERAGE |
| <input type="checkbox"/> | Fund Allocation Blend | ACB-100% |
| DISPLAY UNDERWRITING/OPTIONS | | No |
| <input type="checkbox"/> | Max % Target for Solving | 0 |
| <input type="checkbox"/> | Aggregate Target Death Benefit | 100%B |
| <input type="checkbox"/> | % Increase in Aggregate Targ | 0 |
| <input type="checkbox"/> | Flat Offset for Aggreg. Target | 0 |
| <input type="checkbox"/> | Aggregate Target DB Maximum | 0 |
| <input type="checkbox"/> | Additions to Aggregate Target | |

Internet

FIG. 5C

http://evaluator.afs-link.com/evaluatordemo/ Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites History Print W E

Address http://evaluator.afs-link.com/evaluatordemo/

Files Case Census Run Analysis

AFS
evaluator

Company: Corporate Sponsored VUL
Product:

Employee

| | | |
|-------------------------------------|----------------------------------|------------|
| <input checked="" type="checkbox"/> | Employee Name | Alok Mehra |
| <input checked="" type="checkbox"/> | Date of Birth/Entry Age | 45 |
| <input type="checkbox"/> | Retirement Age | 65 |
| <input type="checkbox"/> | Mortality Assumptions | 80 |
| <input type="checkbox"/> | Salary | 0 |
| <input type="checkbox"/> | Salary Increase Rate | 3% |
| <input type="checkbox"/> | Salary Bonus | 0 |
| <input type="checkbox"/> | Salary Bonus Increase Rate | 0 |
| <input type="checkbox"/> | Employee Tax Bracket | 28% |
| <input type="checkbox"/> | Social Security Number | 0 |
| <input type="checkbox"/> | Date of Hire/Hire Age | 0 |
| <input type="checkbox"/> | Accruals Prior to Plan Inception | 0 |

Internet

FIG. 5D

http://evaluator.afs-link.com/evaluatordemo/ - Microsoft Internet Explorer

File Edit View Favorites Tools Help Send

Back Forward Stop Search Favorites History

Address http://evaluator.afs-link.com/evaluatordemo/

Files Case Census Run Analysis

AFS
evaluator

Company: Corporate Sponsored VUL

Product:

| | Employee Name | Date of Birth/Entry Age | Policy Issue Date | GPT/AVAT Option | Plan |
|--------------------------|---------------|-------------------------|-------------------|-----------------|--------|
| <input type="checkbox"/> | Alok Mehta | 45 | 09/01/1999 | GPT | NONMEC |
| <input type="checkbox"/> | Alok Mehta | 45 | 09/01/1999 | GPT | NONMEC |
| <input type="checkbox"/> | Alok Mehta | 45 | 09/01/1999 | GPT | NONMEC |
| <input type="checkbox"/> | Alok Mehta | 45 | 09/01/1999 | GPT | NONMEC |
| <input type="checkbox"/> | Alok Mehta | 45 | 09/01/1999 | GPT | NONMEC |
| <input type="checkbox"/> | Alok Mehta | 45 | 09/01/1999 | GPT | NONMEC |
| <input type="checkbox"/> | Alok Mehta | 45 | 09/01/1999 | GPT | NONMEC |
| <input type="checkbox"/> | Alok Mehta | 45 | 09/01/1999 | GPT | NONMEC |
| <input type="checkbox"/> | Alok Mehta | 45 | 09/01/1999 | GPT | NONMEC |
| <input type="checkbox"/> | Alok Mehta | 45 | 09/01/1999 | GPT | NONMEC |

javascript:void(0) Internet

FIG. 5E

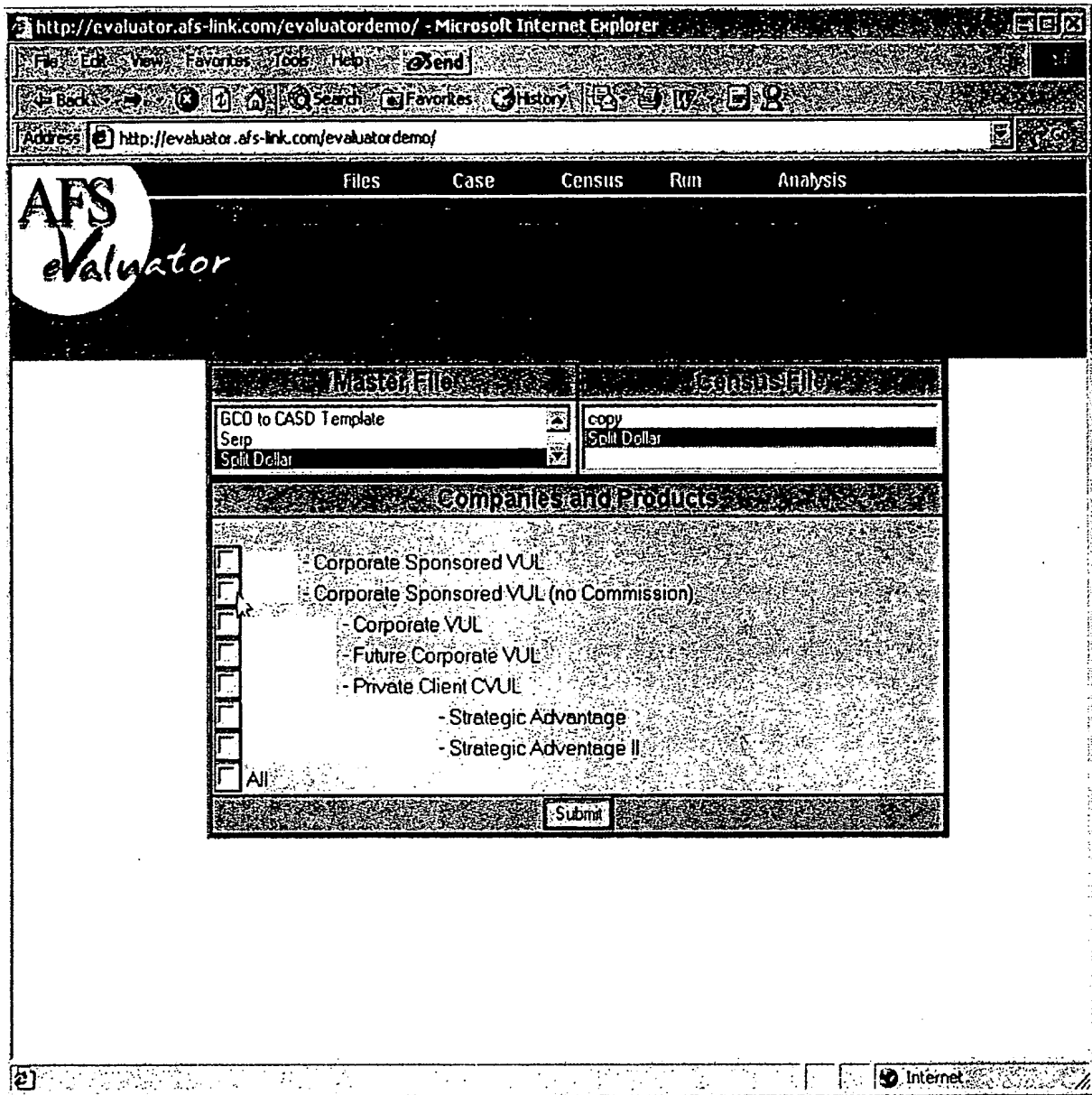


FIG 5F

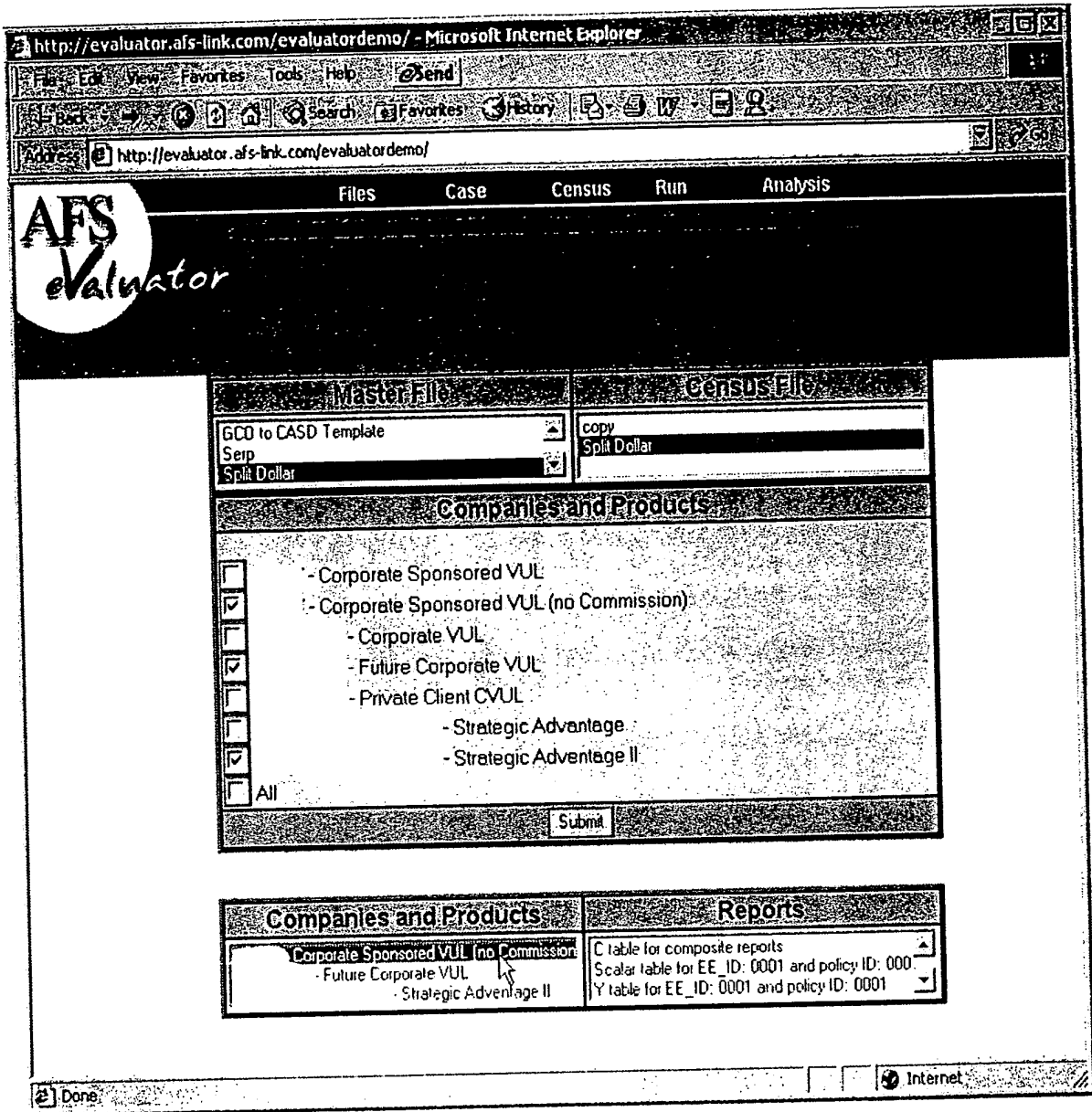


FIG. 5G

| Age | After-Tax | Cash Flow | Total | Cash | Total | Earnings | Cash Flow | Earnings |
|-------------------|------------------|----------------|------------|-----------------|---------------|-----------------|--------------------|--------------------|
| Beginning of Year | Insurance Outlay | Insurance Only | Cash Value | Surrender Value | Death Benefit | Insurance Alone | Integrated Program | Integrated Program |
| 0 | 13634.65 | -13634.65 | 0 | 13000.4 | 370305 | 634.25 | -13634.65 | 634.25 |
| 1 | 13634.65 | -13634.65 | 0 | 26723.49 | 370305.01 | 88.44 | -13634.65 | 88.44 |
| 2 | 13634.65 | -13634.65 | 0 | 41294.31 | 370305 | 444.28 | -13634.65 | 444.28 |
| 3 | 13634.65 | -13634.65 | 0 | 57360.44 | 370305.02 | 718.11 | -13634.65 | 718.11 |
| 4 | 13634.65 | -13634.65 | 0 | 74952.09 | 370304.98 | 1173.95 | -13634.65 | 1173.95 |
| 5 | 13634.65 | -13634.65 | 0 | 94141.45 | 370306.32 | 1120.95 | -13634.65 | 1120.95 |
| 6 | 13634.65 | -13634.65 | 0 | 114859.79 | 405277.48 | 983.54 | -13634.65 | 983.54 |
| 7 | 3634.65 | -3634.65 | 0 | 127358.94 | 415383.7 | 1029.73 | -3634.65 | 1029.73 |
| 8 | 3634.65 | -3634.65 | 0 | 140864.14 | 426054.77 | 1076.35 | -3634.65 | 1076.35 |
| 9 | 3634.65 | -3634.65 | 0 | 155497.14 | 437381.16 | 1123.49 | -3634.65 | 1123.49 |
| 10 | 3634.65 | -3634.65 | 0 | 171342.77 | 449392.56 | 1171.04 | -3634.65 | 1171.04 |
| 11 | 3634.65 | -3634.65 | 0 | 188479 | 462060.67 | 1219.12 | -3634.65 | 1219.12 |
| 12 | 3634.65 | -3634.65 | 0 | 206990.99 | 475418.84 | 1267.65 | -3634.65 | 1267.65 |
| 13 | 3634.65 | -3634.65 | 0 | 226998.1 | 489494.25 | 1316.69 | -3634.65 | 1316.69 |
| 14 | 3634.65 | -3634.65 | 0 | 248632.08 | 504314.33 | 1366.18 | -3634.65 | 1366.18 |
| 15 | 3634.65 | -3634.65 | 0 | 272050.54 | 519904.42 | 1416.19 | -3634.65 | 1416.19 |
| 16 | 3634.65 | -3634.65 | 0 | 297396.06 | 536327.91 | 1466.71 | -3634.65 | 1466.71 |
| 17 | 3634.65 | -3634.65 | 0 | 324821.22 | 553627.48 | 1517.71 | -3634.65 | 1517.71 |
| 18 | 3634.65 | -3634.65 | 0 | 354492.09 | 571852.41 | 1569.24 | -3634.65 | 1569.24 |
| 19 | 3634.65 | -3634.65 | 0 | 386588.19 | 596788.25 | 1621.29 | -3634.65 | 1621.29 |
| 20 | 3634.65 | -3634.65 | 0 | 422008.82 | 630163.01 | 1673.85 | -3634.65 | 1673.85 |

FIG. 5H

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Files Case Census Run Analysis

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| Weights | Detail | Categories | Corporate Sponsored VUE (no Commission) | Future Corporate VUE | Strategic Advantage II |
|---------|--------|--|---|----------------------|------------------------|
| | | | | | |
| | | Financial Strength of Insurance Company | | | |
| | 5 | S&P Rating | AAA | AAA | AAA |
| | 5 | Weiss Rating | A+ | A+ | A+ |
| | 5 | A.M. Best Rating | A++ | A++ | A++ |
| | 5 | Asset Size millions | \$1,200,000.00 | \$2,000,000.00 | \$1,800,000.00 |
| | 20 | Strength of Financial Backing including Parent | 5 | 8 | 4 |

Done Internet

FIG 51

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Files Case Census Run Analysis

| | | | | | |
|----|----|--|---------------|---------------|---------------|
| | 20 | Backing including Parent | 5 | 8 | 4 |
| 45 | | Funding Analysis | | | |
| | 10 | Cash Flow Required for Funding | (\$14,215.03) | (\$13,634.65) | (\$14,214.97) |
| | 10 | Net Present Value of A/T Cash Flow at COM Rate | \$290,942.90 | \$18,964.41 | \$372,718.19 |
| | 10 | IRR on Composite A/T Cash Flow | 0.65 | 0.68 | 0.77 |
| | 10 | A/T Effect of Earning, Year 1 | (\$1,387.15) | (\$634.25) | (\$457.25) |
| | 2 | Cum. A/T Effect on Earnings, Yr 5 | \$3,013.77 | \$1,790.53 | \$1,918.30 |
| | 3 | Earnings Crossover | 3 | 2 | 4 |
| 13 | | Contractual | | | |

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FIG. 5J

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Files Case Census Run Analysis

| | | | | | |
|-----|---|--|---|---|---|
| 13 | | Contractual Features | | | |
| | 3 | De-MECing Provisions | 5 | 5 | 6 |
| | 2 | Mortality Charge Guarantees | 6 | 7 | 2 |
| | 3 | Expense Charge Guarantees | 7 | 5 | 6 |
| | 2 | Buyer Rating of Funding choices | 6 | 8 | 6 |
| | 3 | Buyer Rating of Historical Fund Performances | 6 | 6 | 1 |
| 2 | | Other | | | |
| | 2 | Suitability of Underwriting Offer | 8 | 7 | 6 |
| 100 | | | | | |

Submit

Internet

FIG. 5K

FIG. 5L

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Files Case Census Run Analysis

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| | | Features | | | |
|-----|---|--|---|---|---|
| | 3 | De-MECing Provisions | 5 | 5 | 6 |
| | 2 | Mortality Charge Guarantees | 6 | 7 | 2 |
| | 3 | Expense Charge Guarantees | 7 | 5 | 6 |
| | 2 | Buyer Rating of Funding choices | 6 | 8 | 6 |
| | 3 | Buyer Rating of Historical Fund Performances | 6 | 6 | 1 |
| 2 | | Other | | | |
| | 2 | Suitability of Underwriting Offer | 8 | 7 | 6 |
| 100 | | | | | |

Submit

Internet

FIG. 5L

3034.1000-001

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Address http://evaluator.afs-link.com/evaluatordemo/

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Files Case Census Run Analysis

| Weights | Detail | Categories | Corporate Sponsored VUL (no Commission) | Future Corporate VUL | Strategic Advantage I |
|---------|--------|--|---|----------------------|-----------------------|
| | | SCORES -> | 28.5735 | 51.7471 | 41.6333 |
| | | Financial Strength of Insurance Company | | | |
| | 5 | S&P Rating | AAA | AAA | AAA |
| | 5 | Weiss Rating | A+ | A+ | A+ |
| | 5 | A.M. Best Rating | A++ | A++ | A++ |
| | 5 | Asset Size millions | \$1,200,000.00 | \$2,000,000.00 | \$1,800,000.00 |
| | 20 | Strength of Financial Backing including Parent | 5 | 8 | 4 |

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FIG. 5M